

Loudoun County Economic Development Progress

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Department and Commission News

- ♦ Larry Rosenstrauch and other government leaders met with the Standard and Poor's bond rating agency November 29 for an updated Loudoun County bond rating evaluation. On November 16, Fitch Ratings renewed its "AAA" rating to the county, and reported that the rating reflected the county's "strong financial performance, sizable tax base, diversifying economy, high income levels, and moderate debt burden with manageable future capital needs, even with rapid population growth."
- ♦ The Loudoun County Design Cabinet is having a busy end to 2005. The group hosted a successful charrette on November 18 for the town of Lucketts, and cabinet members are now beginning preparations for the 2006 "Signatures of Loudoun" Design Excellence Program that recognizes distinctive buildings, interiors, places and details that, together, make our county unlike any other.

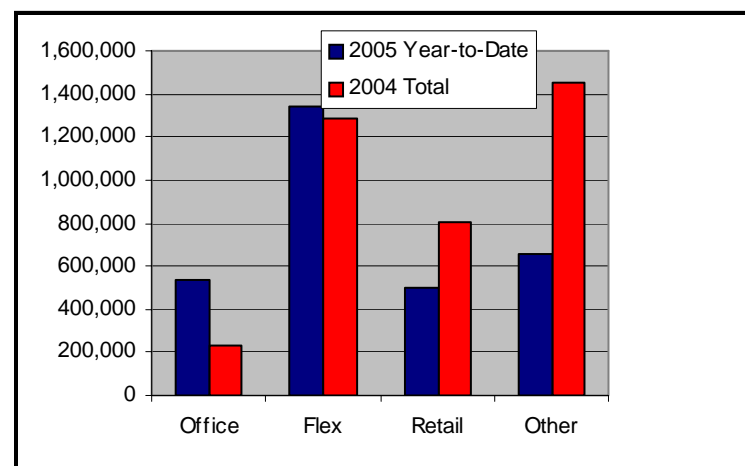


Attendees at the Lucketts charrette focus in on an aerial photograph of the community.

Construction Activity

In October 2005, Loudoun County permitted a total of 412,743 square feet (SF) of nonresidential construction. The combined value of new buildings (\$35,051,161) and alterations (\$10,040,161) is over \$45 million.

- ♦ Office — 30,866 SF in October and 0 SF in September
- ♦ Flex/Industrial — 265,137 SF in October and 166,320 SF in September
- ♦ Retail — 3,246 SF in October and 0 SF in September
- ♦ Other — 113,494 SF in October and 11,467 SF in September
- ♦ Taxable — 411,395 in October and 176,360 SF in September
- ♦ Route 28 — 299,112 SF in October and 105,655 SF in September



Nonresidential Construction — Square Feet Permitted
2005 Year-to-Date and 2004 Total

November 2005

LoCo Motion... Loudoun County Economic Development Progress

Business Leaders Praise EDC's VIP Reception

The Fifth Annual Economic Development Commission (EDC) VIP Reception was held November 10 at the new Clubhouse at Lansdowne. More than 120 top executives from the county's most prominent businesses attended, along with EDC members, community leaders, and county representatives.

America Online and Telos Corporation were the Grand Sponsors for the networking event. Other corporate contributors were:

- ♦ Bridgman Communications
- ♦ Buchanan Partners
- ♦ Cardinal Bank
- ♦ George Washington University Virginia Campus
- ♦ Keane Enterprises
- ♦ Loudoun Commercial Title

(See VIP Reception Contributors, continued on page 2)



Loudoun School Superintendent Ed Hatrick and EDC Chair Joe Paciulli discuss issues, above, while other business leaders networked at the reception, below.



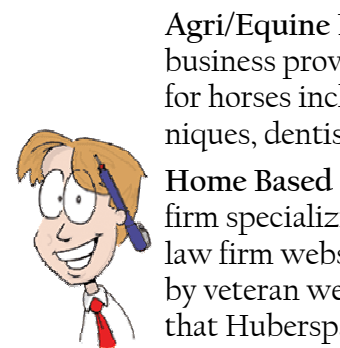
Chamber Announces 2005 Small Business Awards

The Loudoun County Chamber of Commerce announced the 2005 recipients of its Small Business Awards November 14 at Lansdowne Resort. The EDC was the Platinum Sponsor for the event.



The Small Business of the Year for 2005 is BeckIT-Systems, a technology solutions provider specializing in helping small to medium-sized businesses with their business goals. The company was also the recipient of the Chamber's 2004 Technology Business of the Year.

Other award winners for this year were:



Huberspace Founder Jim Huber

Agri/Equine Business: Apex Equine, a veterinary business providing state of the art specialized services for horses including advanced reproductive techniques, dentistry, and wellness care.

Home Based Business: Huberspace, a web consulting firm specializing in (but not limited to) political and law firm websites and freelance cartooning. The company was founded by veteran web developer and cartoonist, Jim Huber. Web services that Huberspace provides includes website design, authoring and de-



(See Small Business Awards, continued on page 3)

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Announcements and Expansions

New & Existing Business

UNITED

- ♦ United Airlines (www.united.com) announced the upcoming hiring of 2,000 flight attendants in November, including an additional 700 attendants at Dulles Airport. The new attendants will staff additional international flights and extended U.S. service as United continues its efforts to emerge from bankruptcy in February.

The move marks the first flight attendant hiring since September 11, 2001. Online applications are currently being accepted. United Airlines also completed the re-hiring of approximately 300 furloughed pilots in October.



- ♦ Inova Health System has leased an additional 30,220 square feet at 45745 Nokes Boulevard in The

Corporate Office Park at Dulles Town Center. The new Inova space will be totally devoted to their information technology department. In addition to the recent lease, Inova Health System is in the planning stages to build a new hospital along Route 50 in Loudoun County.

- ♦ Plans for a new Loudoun County owned business park advanced forward in November with a special meeting of the Board of Supervisors' Economic Development Committee to discuss potential uses of the 101-acre site. Members of the Loudoun County School Board and community leaders were invited, and there was much interest in and discussion of the future for the site. The full Board of Supervisors will discuss the issue at its January meeting.

VIP Reception Earns Praise from Businesses, Continued



Loudoun School Board Chairman John Andrews chats at the reception with Robert Farr, owner of the "Chile Man" line of Loudoun-produced salsas, sauces, marinades and other specialty products.

(VIP Reception Contributors, continued from page 1)

- ♦ Loudoun Convention & Visitors Association
- ♦ Middleburg Bank
- ♦ Metropolitan Washington Airports Authority
- ♦ Paciulli, Simmons & Associates
- ♦ PM Realty
- ♦ PNC Real Estate Finance
- ♦ Stephen P. Robin Attorney at Law

Feedback received from this year's event was unanimously positive. Many participants praised the opportunity to discuss issues with other businesses, politicians, council members, community leaders, and government employees at one unified event "without speeches."

Called "a great opportunity to network with old and new friends" and a "great opportunity to meet decision makers in a relaxed setting," several remarked that the reception allowed them to talk in depth and in a "beautiful" venue with people and lines of business with whom they otherwise would not have the opportunity to interact.

Businesses summarized the event by calling it "The one business event no one should miss," "Well worth the time to attend," and "Great job EDC!"

In the News

- ♦ The Allen Corporation and Econmets represent Loudoun County on the just-released 2005 Deloitte Technology Fast 500, a national list of the fastest growing technology companies that "rally behind innovation, break down obstacles, and systematically defy the odds."
- ♦ A new online portal from the Commonwealth of Virginia, www.virginia.business.gov, is now providing consolidated business assistance information on grants, loans, workforce training, and more. The site is divided into four main categories: starting a business, running a business, business resources, and information for out-of-state businesses. It also contains a live chat feature coordinated through the Virginia Business Information Center.
- ♦ The National Association of Industrial and Office Properties Northern Virginia Chapter held its Best of NAIOP Awards November 17 to honor "significant new contributions to the Northern Virginia landscape by the commercial and industry real estate community." Loudoun projects honored were the new Lindsay Volkswagen building in Dulles, which won the Award of Excellence for Best R&D/Industrial/Flex building, and the Prison Fellowship Ministries building in Lansdowne, which won the Award of Excellence for Best Building, Low Rise.
- ♦ The *Washington Business Journal* announced November 2 that Time Warner is in "serious discussions" to sell a unknown amount of its stake in America Online. Microsoft, Google, and Comcast have been among companies that analysts speculate could be interested.



Lindsay Volkswagen, constructed by Loudoun's Tucon Construction, was one local winner at the Best of NAIOP Awards.

(Small Business Awards, continued from page 1)

velopment, database development, search engine optimization, and website marketing.

Product: 2FLARE, a business providing a healthier alternative to instant drinks by selling preservative-free, unsweetened chai, coffee, and spiced tea.



Technology Business: Image Matters, a provider of innovative technology solutions specializing in Semantic Web, Internet, geo-spatial and sensor technologies.

Service Business: Butler Consulting Group, whose services include accounting, bookkeeping, tax planning, tax return preparation, tax problem resolution, small business consulting, and a full complement of other individualized services.



Entrepreneur Business: Curiosity Zone, a state-of-the-art science and tech enrichment center for kids ages 2-11. The business is "a place where kids can go to think, invent, create, explore and learn."

Retail Business: Four Shabby Chicks, an antiques and "shabby chic" flea market business that operates one weekend a month in Leesburg.



2FLARE's president, Ron Spiegel

"This is a great day ... I am not sufficiently articulate or eloquent to write what this means to me. All I can say is that this makes all of the hard work worthwhile."

—Tom Butler, on winning the Service Business of the Year Award.



Customers line up at Four Shabby Chicks.